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NOTICE OF ALLOWANCE AND FEE(S) DUE

7590 09/13/2004
ANTONELLI, TERRY, STOUT & KRAUS,LLP
1300 North Seventeenth Street
Suite 1800
Arlington, VA 22209

RECEIVED
SEP 21 2004
GROUP 3600

EXAMINER: IRSHADULLAH, M
ART UNIT: 3623
PAPER NUMBER:
DATE MAILED: 09/13/2004

Table with 5 columns: APPLICATION NO., FILING DATE, FIRST NAMED INVENTOR, ATTORNEY DOCKET NO., CONFIRMATION NO.

TITLE OF INVENTION: SYSTEM FOR MANAGING CUSTOMER ORDERS AND METHODS OF IMPLEMENTATION

Table with 6 columns: APPLN. TYPE, SMALL ENTITY, ISSUE FEE, PUBLICATION FEE, TOTAL FEE(S) DUE, DATE DUE

THE APPLICATION IDENTIFIED ABOVE HAS BEEN EXAMINED AND IS ALLOWED FOR ISSUANCE AS A PATENT. PROSECUTION ON THE MERITS IS CLOSED. THIS NOTICE OF ALLOWANCE IS NOT A GRANT OF PATENT RIGHTS. THIS APPLICATION IS SUBJECT TO WITHDRAWAL FROM ISSUE AT THE INITIATIVE OF THE OFFICE OR UPON PETITION BY THE APPLICANT. SEE 37 CFR 1.313 AND MPEP 1308.

THE ISSUE FEE AND PUBLICATION FEE (IF REQUIRED) MUST BE PAID WITHIN THREE MONTHS FROM THE MAILING DATE OF THIS NOTICE OR THIS APPLICATION SHALL BE REGARDED AS ABANDONED. THIS STATUTORY PERIOD CANNOT BE EXTENDED. SEE 35 U.S.C. 151. THE ISSUE FEE DUE INDICATED ABOVE REFLECTS A CREDIT FOR ANY PREVIOUSLY PAID ISSUE FEE APPLIED IN THIS APPLICATION. THE PTOL-85B (OR AN EQUIVALENT) MUST BE RETURNED WITHIN THIS PERIOD EVEN IF NO FEE IS DUE OR THE APPLICATION WILL BE REGARDED AS ABANDONED.

HOW TO REPLY TO THIS NOTICE:

I. Review the SMALL ENTITY status shown above.

If the SMALL ENTITY is shown as YES, verify your current SMALL ENTITY status:

- A. If the status is the same, pay the TOTAL FEE(S) DUE shown above.
B. If the status above is to be removed, check box 5b on Part B - Fee(s) Transmittal and pay the PUBLICATION FEE (if required) and twice the amount of the ISSUE FEE shown above, or

If the SMALL ENTITY is shown as NO:

- A. Pay TOTAL FEE(S) DUE shown above, or
B. If applicant claimed SMALL ENTITY status before, or is now claiming SMALL ENTITY status, check box 5a on Part B - Fee(s) Transmittal and pay the PUBLICATION FEE (if required) and 1/2 the ISSUE FEE shown above.

II. PART B - FEE(S) TRANSMITTAL should be completed and returned to the United States Patent and Trademark Office (USPTO) with your ISSUE FEE and PUBLICATION FEE (if required). Even if the fee(s) have already been paid, Part B - Fee(s) Transmittal should be completed and returned. If you are charging the fee(s) to your deposit account, section "4b" of Part B - Fee(s) Transmittal should be completed and an extra copy of the form should be submitted.

III. All communications regarding this application must give the application number. Please direct all communications prior to issuance to Mail Stop ISSUE FEE unless advised to the contrary.

IMPORTANT REMINDER: Utility patents issuing on applications filed on or after Dec. 12, 1980 may require payment of maintenance fees. It is patentee's responsibility to ensure timely payment of maintenance fees when due.

PART B - FEE(S) TRANSMITTAL

Complete and send this form, together with applicable fee(s), to: Mail

**Mail Stop ISSUE FEE
Commissioner for Patents
P.O. Box 1450
Alexandria, Virginia 22313-1450
(703) 746-4000**

or Fax

INSTRUCTIONS: This form should be used for transmitting the ISSUE FEE and PUBLICATION FEE (if required). Blocks 1 through 5 should be completed where appropriate. All further correspondence including the Patent, advance orders and notification of maintenance fees will be mailed to the current correspondence address as indicated unless corrected below or directed otherwise in Block 1, by (a) specifying a new correspondence address; and/or (b) indicating a separate "FEE ADDRESS" for maintenance fee notifications.

CURRENT CORRESPONDENCE ADDRESS (Note: Use Block 1 for any change of address)

7590 09/13/2004

ANTONELLI, TERRY, STOUT & KRAUS,LLP
1300 North Seventeenth Street
Suite 1800
Arlington, VA 22209

Note: A certificate of mailing can only be used for domestic mailings of the Fee(s) Transmittal. This certificate cannot be used for any other accompanying papers. Each additional paper, such as an assignment or formal drawing, must have its own certificate of mailing or transmission.

Certificate of Mailing or Transmission

I hereby certify that this Fee(s) Transmittal is being deposited with the United States Postal Service with sufficient postage for first class mail in an envelope addressed to the Mail Stop ISSUE FEE address above, or being facsimile transmitted to the USPTO (703) 746-4000, on the date indicated below.

_____ (Depositor's name)
_____ (Signature)
_____ (Date)

APPLICATION NO.	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.
09/083.681	05/22/1998	CASIMIR M. WOJCIK	6648953489	4368

TITLE OF INVENTION: SYSTEM FOR MANAGING CUSTOMER ORDERS AND METHODS OF IMPLEMENTATION

APPLN. TYPE	SMALL ENTITY	ISSUE FEE	PUBLICATION FEE	TOTAL FEE(S) DUE	DATE DUE
nonprovisional	NO	\$1330	\$0	\$1330	12/13/2004

EXAMINER	ART UNIT	CLASS-SUBCLASS
IRSHADULLAH, M	3623	705-028000

1. Change of correspondence address or indication of "Fee Address" (37 CFR 1.363).
 Change of correspondence address (or Change of Correspondence Address form PTO/SB/122) attached.
 "Fee Address" indication (or "Fee Address" Indication form PTO/SB/47; Rev 03-02 or more recent) attached. Use of a Customer Number is required.

2. For printing on the patent front page, list
 (1) the names of up to 3 registered patent attorneys or agents OR, alternatively, 1 _____
 (2) the name of a single firm (having as a member a registered attorney or agent) and the names of up to 2 registered patent attorneys or agents. If no name is listed, no name will be printed. 2 _____
 3 _____

3. ASSIGNEE NAME AND RESIDENCE DATA TO BE PRINTED ON THE PATENT (print or type)

PLEASE NOTE: Unless an assignee is identified below, no assignee data will appear on the patent. If an assignee is identified below, the document has been filed for recordation as set forth in 37 CFR 3.11. Completion of this form is NOT a substitute for filing an assignment.

(A) NAME OF ASSIGNEE _____

(B) RESIDENCE: (CITY and STATE OR COUNTRY) _____

Please check the appropriate assignee category or categories (will not be printed on the patent): Individual Corporation or other private group entity Government

4a. The following fee(s) are enclosed:

- Issue Fee
- Publication Fee (No small entity discount permitted)
- Advance Order - # of Copies _____

4b. Payment of Fee(s):

- A check in the amount of the fee(s) is enclosed.
- Payment by credit card. Form PTO-2038 is attached.
- The Director is hereby authorized to charge the required fee(s), or credit any overpayment, to Deposit Account Number _____ (enclose an extra copy of this form).

5. Change in Entity Status (from status indicated above)

- a. Applicant claims SMALL ENTITY status. See 37 CFR 1.27.
- b. Applicant is no longer claiming SMALL ENTITY status. See 37 CFR 1.27(g)(2).

The Director of the USPTO is requested to apply the Issue Fee and Publication Fee (if any) or to re-apply any previously paid issue fee to the application identified above. NOTE: The Issue Fee and Publication Fee (if required) will not be accepted from anyone other than the applicant; a registered attorney or agent; or the assignee or other party in interest as shown by the records of the United States Patent and Trademark Office.

Authorized Signature _____

Date _____

Typed or printed name _____

Registration No. _____

This collection of information is required by 37 CFR 1.311. The information is required to obtain or retain a benefit by the public which is to file (and by the USPTO to process) an application. Confidentiality is governed by 35 U.S.C. 122 and 37 CFR 1.14. This collection is estimated to take 12 minutes to complete, including gathering, preparing, and submitting the completed application form to the USPTO. Time will vary depending upon the individual case. Any comments on the amount of time you require to complete this form and/or suggestions for reducing this burden, should be sent to the Chief Information Officer, U.S. Patent and Trademark Office, U.S. Department of Commerce, P.O. Box 1450, Alexandria, Virginia 22313-1450. DO NOT SEND FEES OR COMPLETED FORMS TO THIS ADDRESS. SEND TO: Commissioner for Patents, P.O. Box 1450, Alexandria, Virginia 22313-1450.

Under the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB control number.



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09/083.681 05/22/1998 CASIMIR M. WOJCIK 6648953489 4368

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EXAMINER

IRSHADULLAH, M

ART UNIT PAPER NUMBER

3623

DATE MAILED: 09/13/2004

Determination of Patent Term Extension under 35 U.S.C. 154 (b)
(application filed after June 7, 1995 but prior to May 29, 2000)

The Patent Term Extension is 1003 day(s). Any patent to issue from the above-identified application will include an indication of the 1003 day extension on the front page.

If a Continued Prosecution Application (CPA) was filed in the above-identified application, the filing date that determines Patent Term Extension is the filing date of the most recent CPA.

Applicant will be able to obtain more detailed information by accessing the Patent Application Information Retrieval (PAIR) WEB site (http://pair.uspto.gov).

Any questions regarding the Patent Term Extension or Adjustment determination should be directed to the Office of Patent Legal Administration at (703) 305-1383. Questions relating to issue and publication fee payments should be directed to the Customer Service Center of the Office of Patent Publication at (703) 305-8283.



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Table with 5 columns: APPLICATION NO., FILING DATE, FIRST NAMED INVENTOR, ATTORNEY DOCKET NO., CONFIRMATION NO.
Values: 09/083,681, 05/22/1998, CASIMIR M. WOJCIK, 6648953489, 4368

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EXAMINER
IRSHADULLAH, M

ART UNIT PAPER NUMBER
3623

DATE MAILED: 09/13/2004

Notice of Fee Increase on October 1, 2004

If a reply to a "Notice of Allowance and Fee(s) Due" is filed in the Office on or after October 1, 2004, then the amount due will be higher than that set forth in the "Notice of Allowance and Fee(s) Due" because some fees will increase effective October 1, 2004. See Revision of Patent Fees for Fiscal Year 2005; Final Rule, 69 Fed. Reg. 52604, 52606 (May 10, 2004).

The current fee schedule is accessible from WEB site (http://www.uspto.gov/main/howtofees.htm).

If the fee paid is the amount shown on the "Notice of Allowance and Fee(s) Due" but not the correct amount in view of the fee increase, a "Notice of Pay Balance of Issue Fee" will be mailed to applicant. In order to avoid processing delays associated with mailing of a "Notice of Pay Balance of Issue Fee," if the response to the Notice of Allowance is to be filed on or after October 1, 2004 (or mailed with a certificate of mailing on or after October 1, 2004), the issue fee paid should be the fee that is required at the time the fee is paid. See Manual of Patent Examining Procedure (MPEP), Section 1306 (Eighth Edition, Rev. 2, May 2004). If the issue fee was previously paid, and the response to the "Notice of Allowance and Fee(s) Due" includes a request to apply a previously-paid issue fee to the issue fee now due, then the difference between the issue fee amount at the time the response is filed and the previously-paid issue fee should be paid. See MPEP Section 1308.01.

Effective October 1, 2004, 37 CFR 1.18 is amended by revising paragraphs (a) through (c) to read as set forth below.

Section 1.18 Patent post allowance (including issue) fees.

- (a) Issue fee for issuing each original or reissue patent, except a design or plant patent:
By a small entity (Sec. 1.27(a))..... \$685.00
By other than a small entity..... \$1,370.00
(b) Issue fee for issuing a design patent:
By a small entity (Sec. 1.27(a))..... \$245.00
By other than a small entity..... \$490.00
(c) Issue fee for issuing a plant patent:
By a small entity (Sec. 1.27(a))..... \$330.00
By other than a small entity..... \$660.00

Questions relating to issue and publication fee payments should be directed to the Customer Service Center of the Office of Patent Publication at (703) 305-8283.

Notice of Allowability

Application No.

09/083,681

Applicant(s)

WOJCIK ET AL.

Examiner

Art Unit

M. Irshadullah

3623

-- The MAILING DATE of this communication appears on the cover sheet with the correspondence address--

All claims being allowable, PROSECUTION ON THE MERITS IS (OR REMAINS) CLOSED in this application. If not included herewith (or previously mailed), a Notice of Allowance (PTOL-85) or other appropriate communication will be mailed in due course. **THIS NOTICE OF ALLOWABILITY IS NOT A GRANT OF PATENT RIGHTS.** This application is subject to withdrawal from issue at the initiative of the Office or upon petition by the applicant. See 37 CFR 1.313 and MPEP 1308.

1. This communication is responsive to _____.
2. The allowed claim(s) is/are _____.
3. The drawings filed on _____ are accepted by the Examiner.
4. Acknowledgment is made of a claim for foreign priority under 35 U.S.C. § 119(a)-(d) or (f).
 - a) All b) Some* c) None of the:
 1. Certified copies of the priority documents have been received.
 2. Certified copies of the priority documents have been received in Application No. _____.
 3. Copies of the certified copies of the priority documents have been received in this national stage application from the International Bureau (PCT Rule 17.2(a)).

* Certified copies not received: _____.

Applicant has THREE MONTHS FROM THE "MAILING DATE" of this communication to file a reply complying with the requirements noted below. Failure to timely comply will result in ABANDONMENT of this application. **THIS THREE-MONTH PERIOD IS NOT EXTENDABLE.**

5. A SUBSTITUTE OATH OR DECLARATION must be submitted. Note the attached EXAMINER'S AMENDMENT or NOTICE OF INFORMAL PATENT APPLICATION (PTO-152) which gives reason(s) why the oath or declaration is deficient.
 6. CORRECTED DRAWINGS (as "replacement sheets") must be submitted.
 - (a) including changes required by the Notice of Draftsperson's Patent Drawing Review (PTO-948) attached
 - 1) hereto or 2) to Paper No./Mail Date _____.
 - (b) including changes required by the attached Examiner's Amendment / Comment or in the Office action of Paper No./Mail Date _____.
- Identifying indicia such as the application number (see 37 CFR 1.84(c)) should be written on the drawings in the front (not the back) of each sheet. Replacement sheet(s) should be labeled as such in the header according to 37 CFR 1.121(d).
7. DEPOSIT OF and/or INFORMATION about the deposit of BIOLOGICAL MATERIAL must be submitted. Note the attached Examiner's comment regarding REQUIREMENT FOR THE DEPOSIT OF BIOLOGICAL MATERIAL.

Attachment(s)

- | | |
|---------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|
| 1. <input type="checkbox"/> Notice of References Cited (PTO-892) | 5. <input type="checkbox"/> Notice of Informal Patent Application (PTO-152) |
| 2. <input type="checkbox"/> Notice of Draftsperson's Patent Drawing Review (PTO-948) | 6. <input type="checkbox"/> Interview Summary (PTO-413),
Paper No./Mail Date _____. |
| 3. <input type="checkbox"/> Information Disclosure Statements (PTO-1449 or PTO/SB/08),
Paper No./Mail Date _____ | 7. <input type="checkbox"/> Examiner's Amendment/Comment |
| 4. <input type="checkbox"/> Examiner's Comment Regarding Requirement for Deposit
of Biological Material | 8. <input type="checkbox"/> Examiner's Statement of Reasons for Allowance |
| | 9. <input type="checkbox"/> Other _____. |


TARIQ R. HAFIZ
SUPERVISORY PATENT EXAMINER
TECHNOLOGY CENTER 3600

Drawings

1. New corrected drawings are required in this application because draftsman objected to the originally submitted drawings. Applicant is advised to employ the services of a competent patent draftsman outside the Office, as the U.S. Patent and Trademark Office no longer prepares new drawings. The corrected drawings are required in reply to the Office action to avoid abandonment of the application. The requirement for corrected drawings will not be held in abeyance.

Allowable Subject Matter

2. The following is a statement of reasons for the indication of allowable subject matter:

In regard to claims 9, 10, 17 and 18, as per Board of Patent Appeals and Interferences the prior art Shavit et al (US Patent 4,799,156), Roach et al (US Patent 5,434,394), Schlafly (US Patent 4,734,858) and in addition the article, More Security For Your Blanket by Thomas E. Skopal, Sales Management, V114, n2, May 5, 1975 does not teach or suggest:

“blanket vendor order, page 12, lines 6-8 and inclusive of blanket vendor order agreement, page 6, lines 9-14”.

3. Any comments considered necessary by applicant must be submitted no later than the payment of the issue fee and, to avoid processing delays, should preferably

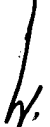
Art Unit: 3623

accompany the issue fee. Such submissions should be clearly labeled "Comments on Statement of Reasons for Allowance."

4. Any inquiry concerning this communication or earlier communications from the examiner should be directed to M. Irshadullah whose telephone number is 703-308-6683. The examiner can normally be reached on 10:00 a.m. to 6:00 p.m..

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Tariq Hafiz can be reached on 703-305-9643. The fax phone number for the organization where this application or proceeding is assigned is 703-872-9306.

Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see <http://pair-direct.uspto.gov>. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free).


M. Irshadullah
May 27, 2004

Notice of References Cited	Application/Control No. 09/083,681	Applicant(s)/Patent Under Reexamination WOJCIK ET AL.	
	Examiner M. Irshadullah	Art Unit 3623	Page 1 of 1

U.S. PATENT DOCUMENTS

*	Document Number Country Code-Number-Kind Code	Date MM-YYYY	Name	Classification
*	A US-4,799,156	01-1989	Shavit et al.	705/26
*	B US-5,434,394	07-1995	Roach et al.	235/375
*	C US-4,734,858	03-1988	Schlafly, Hubert J.	705/26
	D US-			
	E US-			
	F US-			
	G US-			
	H US-			
	I US-			
	J US-			
	K US-			
	L US-			
	M US-			

FOREIGN PATENT DOCUMENTS

*	Document Number Country Code-Number-Kind Code	Date MM-YYYY	Country	Name	Classification
	N WO 99/19819	04-1999	WIPO	Barnes et al.	G06F 17/60
	O				
	P				
	Q				
	R				
	S				
	T				

NON-PATENT DOCUMENTS

*	Include as applicable: Author, Title Date, Publisher, Edition or Volume, Pertinent Pages)
U	More Security For Your Blanket, Thomas E. Skopal, Sales Management, May 5, 1975, V114, n2, pages 52 and 55.
V	A Buyers' Guide To Software For Purchasing. (buyers guide). Purchasing, v111, n1, p77(5), July 18, 1991.
W	Partners Sign Umbrella Agreement, News Release, Solano Employment Connection, Planning/wia/mou in ms word/mou final DR mod.doc, 7/12/2000, pages 11 including Cover Sheet. Printed on 5/24/04 from http://www.solanoemployment.com/aboutus/mou.htm
X	

*A copy of this reference is not being furnished with this Office action. (See MPEP § 707.05(a).)
Dates in MM-YYYY format are publication dates. Classifications may be US or foreign.

E2



News Release

Partners Sign Umbrella Agreement

In October 2000, the partner agencies of the Solano Employment signed an umbrella agreement (or "Memorandum of Understanding") governing the partnership's operations. This document lays the groundwork for partner agencies to develop "seamless" services for job seekers and employers.

The two documents that make up the agreement are attached here in Portable Document Format. You must have Adobe Reader on your hard drive to view them. To download this shareware (free of charge), visit www.adobe.com for further instruction. Signed copies of these documents are available by calling the Planning unit of the Workforce Investment Board at (707) 863-3513.

[Memorandum of Understanding](#)
[Attachment to MOU](#)

[Home](#) | [About SEC](#) | [Calendar](#) | [Employers](#) | [Jobseekers](#) | [Links](#)

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320 Campus Lane, Suisun CA 94585 - Phone: 707-864-3370 - Fax: 707-864-3386
TDD relay number 800-735-2922

Page last updated on: Saturday, June 14, 2003

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**MEMORANDUM OF UNDERSTANDING (MOU) FOR
ONE-STOP CAREER CENTER PARTNERS IN SOLANO COUNTY**

I. PARTIES TO THIS MOU

The Workforce Investment Board of Solano County, in agreement with the County of Solano; and

The One-Stop Partners

- ★ Area Agency on Aging Serving Napa/Solano
 - Napa-Solano Building Trades Council AFL-CIO
- ★ California Human Development Corp.
- ★ California Indian Manpower Consortium
 - Community Action Agency of Solano County
 - Coalition Against Homelessness
- ★ Department of Rehabilitation
- ★ Employment Development Department
 - Fairfield-Suisun Adult School
 - Vacaville Adult School
 - Vallejo Adult School
 - Fighting Back Partnership
 - Goodwill Industries of the Greater East Bay
 - Green Thumb
- ★ Solano County Health & Social Services Department (CaWORKs & Mental Health)
- ★ Workforce Investment Board of Solano County
 - Small Business Development Center
- ★ Solano Community College
 - Solano County Business and Education Alliance
 - Solano County Library
- ★ Solano County Office of Education
- ★ Solano County Veterans Program
 - Benicia Housing Authority
 - ★ Vallejo Housing Authority
 - Fairfield Housing Authority
 - Vacaville Housing Authority
 - Suisun Housing Authority
 - Solano Economic Development Corporation (SEDCorp)
 - Youth and Family Services (WORC)

• • *Indicates mandatory One-Stop Partners.*

A. ROLE OF THE WORKFORCE INVESTMENT BOARD

The Workforce Investment Board of Solano County (WIB), is designated by the County of Solano Board of Supervisors, to provide oversight of the local One-Stop system and the One-Stop operator, and to oversee the distribution of grant funds provided by the Workforce Investment Act. Mandated One-Stop partners are seated on the Workforce Investment Board of Solano County.

B. PARTNERSHIP PARTICIPATION GOALS AND PURPOSE

The goal of the Solano County One-Stop System is to provide access to a variety of services for job seekers and employers. Partner agencies will offer services in a simplified coordinated delivery system that maximizes customer opportunity, participation and satisfaction.

Memorandum of Understanding for
One-Stop Career Center Partners in Solano County

The purpose of the Solano County One-Stop System partnership is to operate as a single service delivery system under the Workforce Investment Act (WIA) of 1998. In entering into this agreement, the parties commit to maintain the basic provisions of WIA and to enact the following basic guiding principles:

- ◆ Integrated Services offering employers, job seekers and those wishing to enhance their skills as many employment, training and education services as possible.
- ◆ WIA One-Stop sites will be accessible and meet the Americans with Disabilities Act.
- ◆ Comprehensive Information Services providing a large array of information with easy access to services.
- ◆ Customer Focused Services supporting informed choice and providing customer feedback mechanisms.
- ◆ Performance-based Services with identification of agreed upon outcomes and methods for measuring them.

C. SERVICES OF THE ONE-STOP PARTNERSHIP

1. The partners agree, and SHALL provide, as applicable to each partner's funding and regulations, the following services:
 - a. Core Services: WIA Title I – Subtitle B (Regulations 662.240) eligibility determination; outreach, intake and orientation; initial assessment; job search; placement assistance; career counseling; job listings; skills needed; occupational demand; information on eligible training providers; performance outcomes; filing claims for UI; supportive services; help in establishing eligibility for WtW and financial aid; and follow-up services.
 - b. Access to intensive education and training services which may include, but not be limited to: occupational skills training; on-the-job training; private sector training programs; skill upgrading and retraining; job readiness training; adult basic education and literacy programs; and customized training.
 - c. Access to Wagner-Peyser services including job search, placement, recruitment and other labor exchange services.
 - d. Access to One-Stop partner programs and activities utilizing cross referrals to appropriate partners. (See section X.)
2. The partners agree to utilize EDD's CalJOBS and Employer Contact Management System (ECMS) to facilitate the sharing of employer and job order information among partners and One-Stop Customers.
3. The Partners MAY also provide the following services:
 - a. Access to screening and referral of qualified participants in training services to employment.

Memorandum of Understanding for
One-Stop Career Center Partners in Solano County

- b. Customized employment related services on a fee-for-service basis to employers.
- 4. Not all partners will perform all services. Partner contributions are further delineated in Attachment A, "Resource Sharing Agreement".

II. NON FINANCIAL AGREEMENT

This MOU is non-financial in nature and binds no party or partner to financial obligation(s) to any other. Financial or fiduciary arrangements to the One-Stop system are outlined in separate financial agreement(s) between the local WIB and affected partners.

A cost allocation plan for the system overall or for each One-Stop Operator/Site/Center, depending on local need, must be negotiated and developed in accord with WIA, as well as with OMB circulars A-21, A-87, A-110, ASMB C-10, and other federal and state guidance as appropriate.

III. TERM

This MOU shall begin on July 1, 2000 and shall remain in full force and effect until June 30, 2003, or until otherwise amended. The One-Stop Steering Committee will review this MOU and its attachments annually and will make recommendations to the WIB for changes as it sees necessary.

Should any One-Stop Partner(s) choose to withdraw, this MOU shall remain in effect with respect to other remaining One-Stop Partners.

IV. JURISDICTION

The area served by the One-Stop Partners shall be the County of Solano in California.

V. ADOPTIONS, AMENDMENTS, AND RESOLUTIONS

Amendments to this MOU may be made upon a majority (2/3) of the partners, 60 days prior to the effective date of the change.

VI. ADDITIONS, WITHDRAWALS AND TERMINATIONS FOR CAUSE

- A. Additions New members may be added upon a consensus (2/3) of the partners and consistent with the intent of WIA.
- B. Withdrawals Any party may withdraw from the MOU by giving written notice of intent to withdraw 60 days in advance of the effective withdrawal date. Notice of intent to withdraw shall be given to all partners listed in Section I of the MOU with consideration for any information updates pursuant to Section I.
- C. Terminations for Cause The WIB may terminate any partner related to failure to perform the provisions or requirements of this MOU, and it may proceed with the work required in any manner deemed effective or proper by the partners or the State of California.

VII. REVENUE SOURCES

The costs for service provision of the Solano County One-Stop System will be identified in a separate annual budget document. Listed below are each partner's primary revenue sources.

<u>Agency/Organization</u>	<u>Primary Program Revenue Source(s)</u>
Area Agency on Aging Serving Napa/Solano	Older Americans Act, Title V- Community Service Employment for Older Americans
Napa-Solano Building Trades Council AFL-CIO	AFL-CIO Trade Skills Training & Apprenticeship Programs Employer Contributions Member Dues
California Human Development Corporation	Migrant & Seasonal Farm Worker Program (WIA Subtitle D)
California Indian Manpower Consortium	Native American Program (WIA Subtitle D)
Community Action Agency	Community Services Block Grant (CSBG)
Coalition Against Homelessness	Housing & Urban Development (HUD) McKinney Homeless Funds
Department of Rehabilitation	Department of Education Grant, State General Fund Match, Rehabilitation Act of 1973, as modified
Employment Development Department	Job Service (Wagner-Peyser), Unemployment Service (UI), Veteran's Employment Services, North American Free Trade Act (NAFTA), Trade Adjustment Act (TAA), Labor Market Information Employment Statistics
Fairfield-Suisun Adult School	California Department of Education, Carl Perkin's Act
Vacaville Adult School	California Department of Education, Adult Education Act & Literacy Act, Carl Perkin's Act
Vallejo Adult School	California Department of Education, Adult Education Act & Literacy Act, Carl Perkin's Act
Fighting Back Partnership	Robert Wood Johnson Foundation
Goodwill Industries of the Greater East Bay	Donations & Retail Sales
Green Thumb	Older American Act – Employment & Training
Solano County Health & Social Services	CalWORKs (TANF) Employment Program
Workforce Investment Board of Solano County	Workforce Investment Act (WIA), Welfare to Work (WtW)
Small Business Development Center	Small Business Administration, Solano Community College, California Trade & Commerce Agency

Memorandum of Understanding for
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<u>Agency/Organization</u>	<u>Primary Program Revenue Source(s)</u>
Solano Community College	California Department of Education / Chancellor's Office, Post-Secondary Vocational Education
Solano County Business and Education Alliance	School-to-Career Grant, Tech-Prep Grant
Solano County Library	Property and Sales Tax Revenues
Solano County Office of Education	California Department of Education, Adult Education Act & Literacy Act, Carl Perkin's Act
Solano County Veterans Program	Solano County General Fund, CA Department of Veteran's Affairs
Vallejo Housing Authority	Housing & Urban Development (HUD)
Fairfield Housing Authority	Housing & Urban Development (HUD)
Vacaville Housing Authority	Housing & Urban Development (HUD)
Suisun Housing Authority	Housing & Urban Development (HUD)
SEDCORP	Job Creation / Private Membership
Youth and Family Services	Post Secondary Vocational Education

VIII. RESOURCE SHARING AGREEMENT

The parties agree to share resources in accordance with the attached Resource Sharing Agreement. It is expressly understood that this MOU does not constitute a financial commitment but rather an intent to commit specific resources in the future as the partners' allocations and budgets are known and the One-Stop System evolves. The One-Stop System is a work in progress and its costs and the partners' resource contributions will not remain static from month to month or from year to year.

IX. INTERAGENCY CONTRACTS

Individual contracts and agreements between partners are not affected by and do not affect this MOU.

X. CROSS-REFERRAL METHODS

Parties to this MOU agree to develop jointly and mutually implement processes acceptable to all for common intake and referral. Parties agree to cross-train staff on the services of each participating One-Stop partner and the spectrum of related services available through respective agencies. A mutually acceptable referral process and form(s) shall be adopted by all parties to this agreement with the commitment to evaluate this process and modify it to changing requirements or day-to-day needs for improvement.

XI. SERVICE LOCATIONS

Within budget constraints, the WIB will establish a minimum of one comprehensive physical service location in the major population area of Solano County. Partners will establish a network of electronic connectivity through computers and may or may not be collocated.

XII. DATA SECURITY AND CONFIDENTIALITY

The partners, in the line of their duties as authorized under this MOU, may have access to each other's information resources. Information resources are both data (information) and application (program) files and databases. Confidential information is information, which identifies an individual or an employing unit. Confidential information is not open to the public and requires special precautions to protect it from unauthorized access, use, disclosure, modification and destruction. It is agreed that all partners shall:

- A. Restrict access of the above information resources to any properly designated employee of the partner agencies for use solely in the administration of programs authorized under this MOU.
- B. Not disclose any confidential information to any person outside of the authorized personnel of the partners.
- C. Ensure that the confidential information to be exchanged remains confidential while in the possession of the partner agency receiving or using the information.
- D. Store confidential information in a place physically secure from access by unauthorized persons. Information in electronic format shall be stored and processed in such a way that unauthorized persons cannot retrieve the information by means of computer, remote terminal, or other means.
- E. Destroy all confidential information when the partners' use ends utilizing an approved method of confidential destruction, which includes shredding, burning, certified, or witnessed destruction.
- F. Notify and educate all partners' personnel with access to information resources regarding the safeguards required to protect these resources, the confidential nature of the information, and the civil and criminal sanctions for noncompliance contained in the applicable Federal and State laws.
- G. Agree that any partner required confidentiality statements will be signed and dated by all personnel of the partners, who will have access to confidential information. All signed confidentiality statements will be provided to and kept on file by the respective partner requiring a confidentiality statement.
- H. Permit the partners to make on-site inspections to ensure that the other partners are maintaining adequate safeguards. Each partner agency has the right to investigate any potential access, use or disclosure violations of its confidential information, automated files, and databases, as well as incidents involving loss, damage or misuse of information resources. Should a violation occur, the user's partner agency agrees to take appropriate steps and report the action to the partner agency that provided the information.

Confidentiality for Department of Rehabilitation (DR) clients, the One-Stop operator agrees that when any individual applies for or receives vocational rehabilitation services from DR through the One-Stop - Solano Employment Connection, all information regarding such application for or receipt of DR services shall be confidential information subject to the provisions of 34 CFR Section 361.38 and Title 9 California Code of Regulations Sections 7140

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- 7143.5. The Solano Employment Connection will develop and implement appropriate policies and procedures to assure that:

- (1) any information contained in the records of the One-Stop Center or other One-Stop Partners, that identifies an individual as having applied for or received DR services including but not limited to application, eligibility and referral records, shall be maintained by the One-Stop Operator and One-Stop Partners in the strictest confidence, consistent with the regulations set forth above, and shall be used by the One-Stop Operator and One-Stop Partners solely for purposes directly related to determining eligibility or delivery of services to such individual;
- (2) any information regarding any individual who has applied for or received DR services, including the fact that the individual is an applicant or client of DR, shall not be disclosed by the One-Stop Operator or any One-Stop Partner, absent a court order or a written authorization from the applicant or client, consistent with the regulations set forth above;
- (3) requests by any One-Stop Partner or the One-Stop Operator for information in DR files concerning an applicant or client for DR services shall be accompanied by a written authorization from the applicant or client, consistent with the regulations set forth above; and
- (4) any information provided by DR to a One-Stop Partner or the One-Stop Operator shall be subject to the prohibition against redisclosure contained in Title 9, California Code of Regulations Section 7142.5.

DR agrees that it shall provide to Solano Employment Connection and to the One-Stop Partners information regarding applicants or clients who applied for or received services from DR through the One-Stop Center as needed for reporting and tracking required by WIA. Such information shall be reported in a format that does not identify the individual client or applicant.

XIII. NONDISCRIMINATION

Parties to this MOU shall not unlawfully discriminate, harass, or allow harassment against any employee or applicant, or applicant for employment due to gender, race color, ancestry, religion national origin, physical disability, mental disability, medical conditions, age, or marital status. Parties shall comply with the provisions of Fair Employment and Housing Act (Government Code Section 12990) and related, applicable regulations such as the Americans with Disabilities Act. Parties shall give written notice of their obligations under this clause to labor organizations with which they have a collective bargaining agreement or other such agreement.

XIV. AUDITS

Each Partner agency is responsible for arrangement of and costs associated with any audit(s) applicable to their own agency.

XV. DISPUTES

Parties shall continue with the responsibilities under this agreement during any dispute. Any dispute shall be resolved in a timely manner, directly involving the parties to the dispute agreeing to

Memorandum of Understanding for
One-Stop Career Center Partners in Solano County

communicate openly to directly resolve any problem or dispute related to the provision of services. Any disputes pursuant to this agreement shall be resolved, to the extent possible in a cooperative manner, at the lowest level of intervention possible, informally in a meeting called by the One-Stop Committee, called expressly to resolve the specific dispute.

If informal resolution is unsuccessful, the CEO or Executive Committee of the WIB may engage the services of a mediator. If mediation is unsuccessful, the Executive committee of the WIB may select an arbitrator approved by the American Arbitration Association. The arbitrator so elected may schedule and hold an arbitration hearing. The parties shall be bound by final decisions of the arbitrator, including the sharing of costs, as legally able according to partner agencies' funding regulations. The decision of the arbitrator shall be the final administrative decision.

XVI. SEVERABILITY

Should any part of the Agreement be invalidated or otherwise rendered null and void, the remainder of this Agreement shall remain in full force.

XVII. INDEMNIFICATION

Parties to this agreement, with the exception of the Department of Rehabilitation (DR), indemnify, defend and save harmless partner agencies and their officers, State or local governments, the WIB, its officers, members, agents and employees, from any and all liability, loss, expense, or claims arising out of the performance of this agreement, or resulting to any and all contractors, subcontractors, suppliers, laborers, and from any and all claims and losses accruing or resulting to any person, firm or corporation who may be injured or damaged in the performance of this agreement, but only in proportion to and to the extent such liability, loss, expense, or claim for injury or damages are caused by or result from negligent or intentional acts or omissions of the partner agencies, officers, agents or employees.

DR shall defend, indemnify and hold the WIB of Solano County, and all other public entities, their officers, employees and agents, harmless from and against any and all liability, loss, expense, or claims arising out of the performance of this MOU, but only in proportion to and to the extent such liability, loss, expense, or claims for injury or damages are caused by or result from the negligent or intentional acts or omissions of DR, its officers, agents or employees.

The WIB of Solano County and other public entities shall defend, indemnify and hold DR, its officers, employees and agents, harmless from and against any and all liability, loss, expense, or claims arising out of the performance of this agreement, but only in proportion to and to the extent such liability, loss, expense, or claims for injury or damages are caused by or result from the negligent or intentional acts or omissions of the WIB or other public entities, their officers, agents or employees.

XVIII. ATTACHMENTS

- I. Resource Sharing Agreement

Memorandum of Understanding for
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IX. APPROVAL

AGENCY	AUTHORIZED TO SIGN	SIGNATURE
Area Agency on Aging Serving Napa/Solano	Robin Crown, Executive Director	_____
Napa-Solano Building Trades Council AFL-CIO	Lou Franchimon, Business Manager	_____
California Human Development Corporation	George L. Ortiz, President	_____
California Indian Manpower Consortium	Lorenda Sanchez, Executive Director	_____
Community Action Agency	P.J. Davis, Acting Executive Director	_____
Coalition Against Homelessness	Christine Persily, Executive Director	_____
Department of Rehabilitation	Kathi Mowers-Moore, District Administrator	_____
Employment Development Department	Jose Aguayo, Manager	_____
Fairfield-Suisun Adult School	Vivian Donahoe, Principal	_____
Vacaville Adult School	Richard Jackson, Superintendent	_____
Vallejo Adult School	Karen Hansen, Director of Community Services	_____
Fighting Back Partnership	Jane Callahan, Executive Director	_____
Goodwill Industries of the Greater East Bay	Lauren Rolfe, Vice President of Human Services	_____
Green Thumb	Anja Woltman, Field Operation Coordinator	_____
Solano County Health & Social Services	Don Rowe, Director	_____
Workforce Investment Board of Solano County	Robert Bloom, Executive Director/President	_____
Solano Community College and Small Business Development Center	Stan Arterberry, Solano Community College President	_____
Solano County Business and Education Alliance	Meme Sharp, Interim Director	_____
Solano County Library	Ann Cousineau, Director of Library Services	_____
Solano County Office of Education	Wendall Kuykendall, Superintendent	_____

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AGENCY	AUTHORIZED TO SIGN	SIGNATURE
Solano County Veteran's Program	William Reardon, Director of Veterans' Services	_____
Benicia Housing Authority	Carlyle Gordon, Section 8 / Family Self-Sufficiency Coordinator	_____
Vallejo Housing Authority	Gary W. Truelson Program Manager	_____
Fairfield Housing Authority	Janet K. Murray, Deputy Executive Director	_____
Vacaville Housing Authority	Charles Learned, Director	_____
Suisun Housing Authority	Barry Munowitch, Executive Director	_____
SEDCORP	Mary McCarthy, Executive Director	_____
Youth and Family Services	Billie Middleton, Executive Director	_____
Workforce Investment Board	Roger Lipman, Chair	_____
Solano County Board of Supervisors	Barbara Kondylis, Chair	_____

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A BILL PUBLICATION ONE DOLLAR

Sales Management

THE MARKETING MAGAZINE MONDAY, MAY 5, 1975

ate Breaks

icking its spots. New president Perkins says Fisher Scientific, Pittsburgh, eschews maximizing sales in favor of pinpointing high-profit items and fast-paying customers. In the first quarter, profits doubled as sales rose 23%, to \$49 million.

ade-in. Chrysler hires Media Stock Exchange, New York City, to charter \$30 million to \$50 million worth of cars for TV and radio advertising time.

Warranty warpath. The FTC will propose three rules this month, spelling out companies' responsibilities under the new Warranty Act (SM, Jan. 20). Hearings, likely by late July, could give the FTC a record turnout of hostile marketers.

On the upswing at Swingline. Fred Weiss takes over as marketing director of the company's Office Products Div.

Marriage made at POS? IBM's purchase of an interest in Neotec may fit in with the computer maker's plans for its point-of-sale systems. Neotec sells devices that analyze the types of goods sold through supermarkets.

Industrial Pricing

Companies are having trouble with their blanket pricing contracts, those in which orders are placed for a year's worth of deliveries, with appropriate discounts. Thomas Skopal, sales manager for Acopian Corp., a leading supplier of industrial power equipment, proposes a way to get more security for your blanket. Page 52. SM

SELLING IN THE MIDEAST

A Sizzling Market Unveiled

See page 41

Why businesses succeed

Most businesses succeed because the people who are supposed to plan for the future did just that.

Successful businesses take time off from business to plan for the future of their business.

Sea Pines Plantation on Hilton Head Island offers businessmen a very special place to come and think. And plan for the future. A place for scheming. And dreaming.

Sea Pines offers the Villa Retreat.

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Mail the coupon below for full information. Or call.

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Director of Group Sales,
Dept. SGMSA1
Hilton Head, S.C. 29948



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Organization _____

Name _____

Address _____

City _____

State _____ Zip _____

Phone _____

My group consists of _____ persons

INDUSTRIAL PRICING

More Security For Your Blanket

By THOMAS E. SKOPAL / Sales Manager, Acopian Corp.

Blanket pricing agreements, in which orders for anticipated annual requirements are placed in advance and shipments made throughout the following year, have become common. However, they leave much to be desired in a volatile and uncertain economy where needs can change from week to week. Among the holes in blanket agreements:

- Buyers fear overcommitting their companies; yet they are eager to place large orders to obtain maximum discounts.
- Sellers shy away from billing the initial shipments of a blanket order at a discount price applicable to a quantity that may never be sent.
- Neither buyers nor sellers relish the controversy and antagonism that often result from a billing adjustment when the total quantity ordered turns out to be less than the quantity upon which pricing was based. Indeed, sellers may at times find it impossible to collect in full.

When a nonstandard or nonstocked product is involved, the problems are magnified. The seller becomes even more concerned about the amounts of the initial billings because he wishes to recover his investment in tooling and special materials to reach his break-even point. If shipments are delayed, the cost of his invested capital increases and his cash flow may be

affected significantly. Of course, the buyer is also concerned about the cost of his capital invested in inventory and is unwilling to accept shipments in excess of his immediate needs.

All these problems can be equitably resolved by the use of an "incremental pricing system," such as the one shown in the table. Among its chief benefits: relatively high (undiscounted) prices on the early product releases permit the seller to recover his costs rapidly and make a profit; sharply lower prices on subsequent releases benefit the buyer by reducing his average-unit cost. The buyer pays an average price over the term of the agreement that is scaled to the total quantity he has purchased, but he incurs no risk of an overcommitment due to an inaccurate forecast on his part. The seller is relieved of concern about potential order cancellations and the problems of retroactive price adjustments because no adjustment billing is ever necessary.

Such a pricing system can easily be established without complex calculations. The first units are shipped at full price; succeeding shipments are discounted more steeply than usual to bring the over-all average price down to the normal discounted price.

For example, the table below thus shows the cost for 49 pieces (at a 5% discount) to be \$4,655. If a buyer pays full price for the first 24 pieces (\$2,400),

A Pricing Plan With Flexibility

Quantity — Discounts —		Quantity Being Priced	Conventional Pricing		Incremental Pricing Agreement —		
Quant.	Disc.		Discounted Unit Cost	Extended Cost	Increment	Incremental Unit Cost	Cumulative Cost
1-24	—	24	\$100	\$ 2,400	First 24 @ \$100.00 ea.	\$ 2,400	
25-49	5%	49	95	4,655	Next 25 @ 90.20 ea.	4,655	
50-99	10	99	90	8,910	Next 50 @ 85.10 ea.	8,910	
100-199	20	199	80	15,920	Next 100 @ 70.10 ea.	15,920	
200-299	30	299	70	20,930	Next 100 @ 50.10 ea.	20,930	
300-499	40	499	60	29,940	Next 200 @ 45.05 ea.	29,940	
500							
and over	50	999	50	49,950	Next 500 @ 40.02 ea.	49,950	
		1,200	50	60,000	Add'l. units @ 50.00 ea.	60,000	

his next 25 should cost him \$2,255, or \$90.20 apiece. In this way he pays an average of \$95 for the first 49 units—the normal discounted price for that quantity. If he places more orders, the price will continually go lower, to bring the average in line with the normal discounted price. The table shows a typical progression.

Note that an additional range, to a quantity beyond the point at which price normally levels off, must be established to bring the average price down to the levelled-off price. The total cost at some arbitrary quantity (in this case, 999) beyond the discount schedule must therefore be used to calculate the incremental unit price to be charged for the units in this additional range. The price in the last range will always be lower than the levelled-off price; otherwise, the average cost would never decline to the levelled-off price. When the cumulative quantity exceeds the last range, the unit price reverts to the standard discounted price—\$50 apiece.

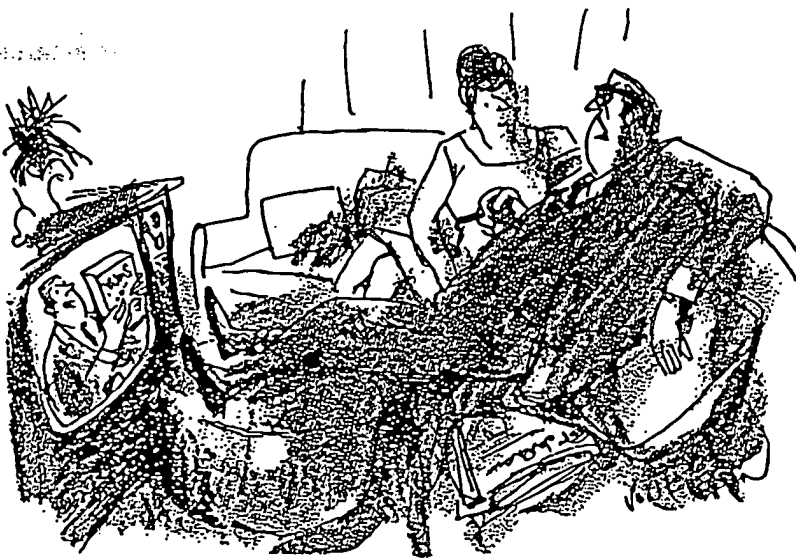
Obviously, the details of an incremental pricing agreement can be modified to be better suited to a specific sales situation or line of business. For example, the discounts used in calculating such a system can be smaller than those applied to single shipment orders to compensate for the greater handling costs of multiple shipments. Or the pricing of the agreement may be made conditional upon specific lead times proportionate to



Thomas E. Skopal is sales manager for Acopian Corp., Easton, Pa., a leading supplier of electronic power products. Formerly a sales manager of Burroughs, Skopal is also responsible for sales training, sales promotion, and advertising.

the quantity ordered, a minimum quantity per release, or a minimum quantity released per month. By helping the seller to level his work load, these conditions reduce costs. However, a clause may be included in the agreement to allow for shipments required in less than the specified lead time, or quantities less than the specified minimum, at increased prices.

This system works. Many buyers are highly enthusiastic about it. Indeed, offering a pricing agreement with no downside risk but high potential savings can make the difference between winning and losing the sale. **SM**



"That's what I like about our country! No matter how bad the news is, we're always calm enough to pause for an important message from the sponsor!"

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TEXT:

American Software. This real-time Purchasing System can be used as a stand-alone, or it can be integrated with materials management systems offered, including inventory control and accounting, requisition management, bid, and accounts payable systems. Provides centralized control for multiple site operations. System supports blanket or other contract types as well as standing, normal, and emergency purchases. Produces change notices and receiving documents. Confirms receipts and returns. Comprehensive vendor, item, and buyer performance reporting. Accommodates entry of free-form notes. Some optional features include AMSOFT Buyer Work station-PC, AMSOFT Dock-to-Stock, AMSOFT Bin Locator, and AMSOFT EDI which delivers EDI transaction sets, management software, network interaction and support services. Purchasing System runs on IBM 390, 370, 30XX, 43XX, AS/400, and System/38. Circle 351

American Tech. P.O. WRITER-Plus is a full-function purchasing system designed for use on the IBM PCIXT, AT, PS/2, or 100% compatible PCs. This system contains 13 modules: purchasing with P.O. create, history, and summary report capabilities); receiving module (with receipt transaction recording/history, and open order status); vendor performance module (with rating of delivery, price, quality, and overall vendor performance); inventory control module with inventory status, usage history, and automatic reorder analysis); and an accounts payable interface module that allows three-way matching of P.O., receipt, and invoice. P.O. WRITERPLUS can be implemented in modules or as a complete system. An optional ad-hoc reporting module is available for custom reports/inquiries and a data interface utility allows upload/download capabilities. In addition, system includes bar code, remote requisitioning, and fax/EDI. Circle 352

Apian Software. Decision Pad brings the graphical and computational power of the IBM PC and compatibles to the familiar weighted criterion analysis method. The criteria-any mix of up to 250 factual and subjective issues-are expressed in plain English so anyone will understand your analysis. Decision Pad has graphical tools to maximize the objectivity of weights and subjective ratings. Notes can be attached to document sources and reasoning. Scores and ranking are always updated instantly for "what-if" Unknown values are evaluated best and worst case to see if the decision has already been made, or if these questions need to be answered. Balloting system for multiple evaluators. Import reports fully the document decision and speed approvals. Easy-to-learn "Windows-like" user interface. LAN support optional. Circle 353

Applied Micro Business Systems. STOCKMASTER 4.0 is a micro-based comprehensive inventory management system with purchasing order writing and

tracking capability. Purchase orders are monitored on an individual transaction (line item) basis by item number, vendor number, P.O. number, due date, days overdue, manufacturing order number, and/or job number. Also included are vendor performance and procurement support modules, which maintain a database of each supplier for each item and generate user/vendor item cross-reference lists, best leadtime analysis, and best pricing analysis. Purchase order writing and tracking functions are fully integrated with STOCK-MASTER 4.0 inventory management system, Circle 354

Armor Systems. Armor Systems offers a comprehensive Purchase Orders application as part of its 15-module Premier Accounting Software package. Purchase orders allows users to create, change, view, or delete purchase orders and their accompanying detail. The Purchase Orders module posts all data specified and transfers data to the Inventory Control module. The system will track items and purchase order status by department, vendor, or other category. It can also quickly review drop-ship addresses, cash flow, and item status. Additional modules can be fully integrated into Purchase Orders including Accounts Receivable, General Ledger, Payroll, Accounts Payable, Order Entry, Billing, Job Cost, and Bank Reconciliation. A report generator is available for custom reports. Also file structure layouts are provided for programmer access to EDI capability. In addition, a screen formatter is available to customize screen presentations. Premier is designed for small and medium-sized single-and multi-location operations. The software operates on IBM Incomnet. PC Quotation Tracking (QTS) Version 3 tracks vendor details and pricing, compares prices, generates RFQs and P.O.s, vendor phone lists, and performance reports, and forecasts costs ahead of time. Eliminates manual quote tracking. The QTS saves time by eliminating repetitive typing, increases accuracy through automatic comparisons. QTS saves money by tracking all quoted prices. It runs on any IBM PC/XT, AT, and PS2 compatible computer, and is designed for small or large companies. Circle 378

Informis. The Advanced Government Purchasing System (AGPS) is a robust automated purchasing system designed to fill the purchasing needs of large governments (state and large local governments), and their agencies (DOTS, universities, utility districts, etc.) AGPS automates the purchasing function, from requisition entry through solicitation and award, and supports all of the major processes of procurement management, particularly facilitating the use of term contracts. AGPS supports a variety of commodity code structures, provides on-line processing, and real-time database maintenance. AGPS is a buyer-driven system. Documents are initiated and moved through the system by a series of status code changes. AGPS completely supports the procurement cycles unique to governments. Solicitation document production and Preliminary/Final/Amendment order document production are key system features that allow for the use of Standard, and Special, Terms and Conditions. The baseline software includes numerous management reports, and meets affirmative action and minority reporting requirements. AGPS is IBM mainframe-based and is available for implementation in VASM, DB2, IMS, and ADABAS technical environments. Circle 379

Integrated Systems Inc. The TOPAZ Series is a comprehensive, seamlessly integrated set of software modules that encompasses the procurement cycle-automated production of quotations, electronic purchase requisitions with on-line approvals, purchase orders, receiving, material requisition and inventory control (stocked items), accounts payable, bar coding, and EDI. For medium to large organization environments that perform functions such as administration, service, distribution, and limited manufacturing. It is a fully-interactive, multi-user multi-location system. Facilitates advanced features such as E-mail and windows to simplify usage. Full audit capability and historical data retention are provided. Inventory processing includes automatic warehouse transfers for stock-outs, full physical inventory subsystem, cycle counting, automatic reorder, and inventory analysis. Several ad-hoc reports and inquiries are standard in

each module. Operates on DEC VAX/MICROVAX VMS systems. A full range of consulting and training services are also available. Circle 380

Kehlbeck & Associates. PIC Purchasing Information Center is an on-line, low-cost system that is designed to assist the buyer in making immediate 'smart' purchasing decisions. Programs included within PIC are: Supplier database, Purchase Orders, Receiver, Overdue, Expedite, Supplier Directory, Business Cards, Telephone Directory, Cash Flow, Project tracking, etc. Flexible to meet the needs of Government, Service, and Industrial customers. Can be used for purchase of production materials as well as expense, capital equipment and maintenance supplies. Program can be modified to meet customers' needs. Program runs on IBM PC or compatible. LAN version runs on MS DOS networks. Demo diskette, identical to program, with limited input capability is also available. Circle 381

Lawson. Company's distribution management system includes order entry, purchase order, inventory control, accounts receivable and integrates with the Lawson Accounting System. The Lawson Purchase Order System provides historical data with information about vendor performance so that buying decisions consistently maximize inventory investment. Users may analyze vendor performance by quality, quantity, cost, and timeliness. The system provides accurate ratings for vendor selection, saving time and eliminating tedious manual calculations. It has an EDI interface file for purchase orders and acknowledgements. Functions include standard blanket or template order tracking; flexible unit cost defaulting (quantity breaks, catalog pricing, vendor pricing); inspection/rejection processing; substitute item handling; extensive commenting capability; variable decimal place feature for cost, quantity; vendor analysis by quantity, quality, price and delivery performance; and substitute receiving. Operates on IBM mainframe, IBM AS/400, Unisys A and U Series, AIX/UNIX operating systems, Hewlett-Packard's 9000 Series 800 (HP-U Release 7.0) and Digital Equipment Corp.'s DECSYSTEMS Series (ULTRIX Release 4.0). Circle 382

Leland-Baan Information Systems. TRITON is a 22-module UNIX-based comprehensive inventory management, manufacturing control, and financial system. The TRITON Purchase Control module includes the automatic calculations of purchase prices on the basis of price lists, calculation of the delivery time, windowing facilities, integration with Accounts Payable and General Ledger, supplier reliability, last price paid, and many other functions. TRITON Purchase Control is used by more than 600 companies worldwide in both standalone mode, and integrated with the other TRITON modules to handle the entire logistics of production companies. Circle 383

LS DataNet Systems Inc. The LS Business and Manufacturing Software is a network-based integrated business system which automates material and personnel management. Use the software to input material requisitions, manage vendors, print and fax quotation requests, generate purchase orders, receive items, pay invoices, manage stockrooms, manage assets, retrieve item data from vendor supplied catalogs, and track human resource information. Supports PSs, blanket orders, releases, and maintenance contracts. P.O.s may be printed, faxed, or transmitted via EDI. The software produces many detailed, summary, and analysis reports. Passwords, authorities, and detailed audit trails provide system security. The software operates on single-user PCs, PC networks, or multi-user 386/486 based PCs. A complete version of the software and documentation is available for evaluation and testing. Required hardware: PC and laser printer. Optional hardware: PC network, GammaFax fax board, Hayes compatible modem for EDI. Updates with additional features are provided twice a year. Circle 384

Macola. A purchase order and receiving package is one of 17 modular, yet integrated, packages offered by this company. The total system consists of nine core accounting packages, eight manufacturing packages, and vertical solutions for distribution, retail, and professional services. System features updated user interface, on-line integrated graphics, enhanced password protection, full screen editing and keyboard macros.

Specifically, Macola's Purchase Order and Receiving package helps ensure that the correct quantity and quality of material is available when it's required. It requires company's Inventory Management and Accounts Payable 5.0 packages to be installed and functioning. The package supports three types of purchase orders for on-line entry and printing: normal orders, blanket orders and releases against blanket orders. The package will compare the receipt date with the request date and display a warning if the receipt date is earlier than the request date by a margin larger than allowed by company policy. Receivings update the Inventory file's quantity on-hand immediately. In addition, an Audit Trail record is created to keep track of the transaction. Circle 385

Marcam Data Systems Corp. PRISM is a fully integrated production management and planning tool for process manufacturers. Purchasing is one of the modules in the PRISM system. PRISM is based on resource management concepts that enable manufacturers to manage materials, labor grades, utilities, and all cost and resource elements of production. A process manufacturer can define all resources essential to an individual plant. The system enables users to manage yield, by-products, production schedules, substitutes, potency, graded materials, and other manufacturing needs unique to process manufacturers. Other modules include Resource Management, Resource Processor, Foundation, Customer Order Management, Advanced Costing, Resource Planning, Production Analysis, Financial Support, Accounts Payable, Accounts Receivable, General Ledger, and Query Plus. Circle 386

PBL Associates. Purchasing and management system for Tandem NonStop super minicomputers and mainframes. System tracks commitments related to unperformed contracts for goods and services as well as expenditures. System lets you review expenditures and commitments for any project, job, encumbrance account, fund or general ledger account. It lets you limit expenditures to predetermined amounts. On-line system gives buyers real-time analysis and correction capabilities, and allows real-time approval of P.O.s. System handles entire purchasing operation, from the receipt of a requisition to the final payment for a purchase order. It maintains standard purchase order clauses and item descriptions which you can include on P.O.s. It includes tax information, interfaces Accounts Payable system and conforms to EDI standards. Optional three-way match protects against overbilling. Available in NonStop SQL. Circle 387

Phillips Petroleum. Phillips OPTIM Materials Management System provides an integrated mainframe-based package for planning, acquiring, storing, and disposing materials. Modules include a cataloging function for uniquely describing items; an inventory and warehouse function for tracking storage, issues, receipts, order points, accounting, etc.; a procurement function for generating (EDI or printed) and tracking purchase orders, supplier information, etc.; and a major equipment function for maintaining bills of material, service history, operating environment, transfers, and cross-referencing for individual items. Circle 388

Purchase Master. Purchase Master on-line system provides information on vendors, products, and past purchases while allowing users to create and print quotations from requisitions with follow-up of quotations and tabular analysis of quotations. Users can also analyze the performance of the purchasing department, purchase agents, and vendors in terms of cost, quality, and time. Circle 389 Purchasing Systems Technologies Inc. Power 1000 purchasing system uses a 4th generation, multi-user, relational database with features that include variable length and multi-valued fields, and SQL reporting capabilities. Designed to encourage modifications and to integrate other technologies including spreadsheets, other database files, the Thomas Register CD-ROM and Intel Connection CoProcessor Fax board. Circle 390

SATCOM. PSI/3000 is a complete purchasing and materials management system designed to address the unique requirements of MRO environments. Its three integrated modules address requisitioning, request for quotes,

purchase orders (including blanket, one-time, time and materials, etc.), materials management, and financial control for auditing of the vendor's invoice. Sophisticated replenishment techniques provide for system-generated requisitions and purchase orders based on an analysis of usage and demand history, supplier leadtime, and many other key factors. Circle 391

SDC Software Inc. Purchasing system is a complete system that manages purchasing activities from request for quotations through receiving. The system integrates with Mapics I/II, SDC Standard Inventory System, SDC Maintenance Scheduling System, other Inventory Systems. or may be used in a stand-alone environment. The system supports multiple companies and warehouses. It also maintains unlimited vendors, items and price quotations. The software includes integrated code lookups, a vendor name search, and multiple access paths for item and purchase order searches. The output of the system includes purchase orders, receiving reports, purchase commitments, expediting reports, open-order reports, and request for quotations. Other features include the ability to enter multiple general ledger account numbers and percentages for individual items on a P.O., the ability to purchase non-stock items, and the ability to purchase items for a specific job or piece of equipment. Complete purchasing and receiving history is maintained on-line for unlimited time periods. Custom modifications are available on request. Designed for the IBM S/36 and AS/400 platforms. Source code included with system. Hotline support provided in package price at no charge. Circle 392

Software International Corp. Masterpiece Purchase Order is an on-line, interactive purchasing system optimized for the order processing function. Major functions include vendor performance; on-line inquiry; extensive reporting; P.O. processing; on-line P.O. printing, receipts, and inspection; and invoice entry and matching against P.O.s, receipts, and inspection information. Program integrates with Masterpiece Accounts Payable and General Ledger. Masterpiece programs are written for use on the IBM 30XX and 43XX. Circle 393

Software Technology. Purchase Pro2 is designed to generate purchase orders and requisitions, track current price quotes, and monitor outstanding purchase orders. It can also perform inventory control functions and distribution management. Runs on IBM XTs or compatibles, and LANs. Circle 394

Software 2000 Inc. DM2000 provides distribution and materials management solutions specifically designed to take advantage of the power of the IBM AS/400. It's comprised of four integrated business applications: Purchase Management 2000, Inventory Management 2000, Bill of Materials 2000, and Order Management 2000-all fully integrated with company's financial and environmental products. Functions include multi-ship-to location support, an automated delivery scheduler, fast entry, real-time vendor performance analysis update, sourcing support and five-way invoice matching. Circle 395

Structured Computer Systems Inc. Designed for the senior purchasing professional, Reality totally automates the purchasing process from requisition entry through P.O. creation and vendor invoice matching. In addition, Reality contains advanced functionality such as EDI, bar coding, imaging, and touch-tone requisition entry and inquiry with automatic FAX confirmation. Runs on IBM and compatible PCs and LANs. Circle 396

SYMIX Computer Systems Inc. SYMIX is a 15-module, fully-integrated manufacturing control and accounting software system designed for make-to-order, make-to-stock, job shop and combination manufacturers. The module maintains detailed vendor information including vendor history and communications, material costs and variances, leadtimes, and delivery dates. Users enter, generate, and monitor purchase orders and blanket P.O.s easily. Purchasing also provides extensive text, and manual and automatic receiving. Flexible reporting provides status, cost variance, and transactions listings, and notes past due orders, requirements, and dollars

committed. The module can operate as a standalone, but is most effective when integrated with the SYMIX Inventory Control (w/multi-warehousing), Customer Order Entry, Shop Floor Control, Accounts Payable (w/multi-currency), Data Collection, and General Ledger modules. SYMIX runs on UNIX, AIX, HP-UX, XENIX, DOS VMS and LANs. Circle 397

Technical Services Association. GATEWAY 2000, MRO processes purchase orders, change orders, service orders, requisitions, receiving documents, and quotations. Price extensions, discounts, and sales tax are calculated as orders are entered, and all data are updated automatically. The system's database permits full tracking of vendors, stock items, and standard pricing and generates more than 150 executive reports. Purchase orders and other documents can be customized to match existing order formats. All functions are menu driven. A search key activates pop-up windows which permit point-and-shoot selection of individual items from various information files. Help prompts are available on all entry fields. A number of value-added modules can be integrated into the base package. Package is PC-based including the IBM System 2 and can be networked. Supports both standard and laser computer printers. Circle 398 PS/2, XT, AT and compatibles. Premier runs on MS DOS, SCO UNIX, XENIX, and Sun Sparc operation systems. The product is shipped network ready for Novell, 3-COM, Alloy, and Lantasticgle-and multi-location operations. Circle 355

AR Traffic Consultants Inc. CalCost is designed to analyze landed costs at time of purchase. It compares prepaid vs. collect shipping based on your carrier's rates and discounts. System creates and maintains a vendor file for future purchases. System includes CalcRate module for rating, auditing and payment. CalcEDI, an electronic processing module for shipping documents, auditing and freight bills is also available. Circle 356

Ask Computer Systems Inc. New features enhance MANMAN for multisite, often multinational manufacturers, and for high-volume, repetitive, and just-in-time manufacturers. Major new functions include multiple plant integration, electronic zero inventory, international and multination enhancements, and improved user interface. Multiple plant integration allows MANMAN systems at two or more locations to be integrated. Popular applications are electronically initiating and tracking inventory transfers between sites and maintaining a central bill of materials. Circle 357

Beacon Expert Systems Inc. Negotiation training software, Negotiator Pro, provides a useful format for preparing for negotiations through the analysis of your own and the other negotiator's negotiation styles, using models and analysis of a broad range of factors that influence negotiations. Models range from positions and interests through parties, present and absent, who may influence the results. It provides structured planning and preparation, a small expert advisory system, 27 tactical options, and a summary of current negotiation theory in more than 120 hypertext entries. It is the first negotiation tool to combine hypertext, edit windows, and experts system and training. Available for IBM compatible and Apple Macintosh systems. Circle 358

Bellwether Software Corp. Purchasing Management Extra (PMX-2) is a full-function Purchasing System for PCs, Pc LANs, and DEC VAX platforms. PMX-2 includes the following modules: purchasing, with P.O. generation, history, and management reports; receiving, with receipt entry, open/overdue order tracking, and vendor performance ratings; requisitioning, with requisition entry and automatic conversion to purchase orders; inventory, with inventory balances tracked at multiple inventory warehouse locations. PMX-2's modular design allows users to start with a few modules and add more when they are ready. An Import/Export utility allows transfer of data to and from any mainframe, mini, or micro software system. Circle 359

B.W. Rogers. Tribute, a UNIX- and XENIX-based software program, provides cross system portability and operation as well as access and communication between different computer systems. It is a fully integrated

distribution software system. Functions include automated quotation to order function, inventory management system, real-time releasing of pick/pack sets, integrated purchasing and accounting systems, and EDI. Works on all personal computers, digital equipment, and IBM's RS6000. Circle 360

CACI. FAR-TRIEVE provides quick, accurate answers to acquisition regulation questions. When combined with office systems, can be used to research the Federal Acquisition Regulations and its supplements. FAR-TRIEVE also has the ability to print the clauses researched as well as 22 standard forms. A yearly subscription entitles the user to monthly updates of the FAR and FAR supplement data. Compatible with most systems, including PC LANs. Also available from CACI is SACONS FEDERAL. Program uses interactive, menu-driven prompts to assist buyers and contract specialists in requirements analysis, source identification, solicitation preparation, bid evaluation, contract award, administration, and closeout. Product supports small and large purchasing: prepares solicitation, amendment, award modification documents; tracks purchase requests from initial receipt through post award; accepts customer-generated status requests, cancellation requests, and stock number changes; maintains purchase, price, and vendor histories, ship-to addresses, item records, and purchase requests records. Circle 361

Cardinal Data Corp. PRO/FIT Purchase Order Management System has been designed to meet the needs of medium to large organizations with complex purchasing requirements. The keystone of the system is the Configurator Subsystem which permits unique, user-defined processing paths for both regular orders and orders that require special handling, such as requisitions, bids, contracts, non-inventory effecting orders, etc. Extensive use-oriented features include flexible status assignment, document scheduling, costing, price maintenance, vendor analysis, reconciliation, and unlimited free-form automatic text. Cardinal's proprietary Decision Support Matrix Inquiry tool gives users extensive on-line access to information using any combination of ten order-selection criteria. The system is fully integrated with Cardinal's entire PRO/FIT Network including Sales Order Management, Inventory Control, Accounts Receivable, Accounts Payable, and General Ledger. Circle 362

Carrier Logistic Inc. ROUNTRONIC 2000 is a customer service, routing, and dispatch system developed for intracity truck fleets providing delivery and pickup service. System receives delivery and pickup notices which are then automatically routed using a unique grid routing algorithm for each city where the system is installed. Customer service can inquire about the status of all shipments being picked up or delivered. Numerous performance and sales reports are available. Mobile Data Interface is also available. The software runs on IBM RS 6000, RT, and PS/2, and operates on UNIX, AIX, MS-DOS, OS/2, and LANs. Circle 363

Cincom Systems Inc. The Purchasing (PUR) system from Cincom manages all purchasing activities from requisitions through receiving. The Purchasing system provides control, access to shared information, and integration with manufacturing and accounts payable, while minimizing clerical effort. The Purchasing system is a primary component of CONTROL: Manufacturing. Major facilities include purchased item definition, vendor definition and sourcing, requisition and purchase order management, receiving control, invoice matching, and vendor analysis. Runs on IBM 43XX, 30CC; full DEC VAX family. Circle 364

Command Line Corp. The CLC-PM4 Management System for purchasing is a complete purchasing system from requisitions and purchase orders to receiving and automatic update of inventory, vendor, and purchasing history files. The system maintains buy card files and tracks non-database purchases as well. Proprietary dual database allows for immediate access by either code number or name for easy screen browse and for reports. Available options include vendor performance analysis, automatic conversion from RGQ to P.O., totally paperless purchasing, EDI features,

electronically approved purchases for separate stockrooms or warehouse locations, bar coding, automatic requisition capability, and many other custom features. Systems can be customized for user's part numbers, field sizes, reports, special account numbers, etc. System can also be expanded, initially or at a later date, to connect with additional modules in the CLC-MMP and/or the CLCMRP Manufacturing Management System. Interfaces with mainframe accounting system. The multi-user system operates on IBM and IBM DOS compatible computers with hard disk in a LAN configuration. Circle 365

Compliant Systems. The Buyer's Toolkit is a collection of analytical purchasing techniques designed to provide decision support. The software performs learning curve analysis, quantity curve analysis, quantity discount analysis, economic order quantity and lot sizing, return on investment analysis, lease vs. buy analysis, and others. It features 62 commodity specific price escalation tables, based upon the Producer Price Index, which adjust historical prices to current and future periods. A built-in escalation table editor allows modification of existing price escalation tables and the addition of new ones to the system. The Buyer's Toolkit runs on IBM and compatible personal computers. A site license and customization are available. Circle 366

Computer Task Group Inc. (CTG). POM/ TAS Purchase Order Management) is an on-line, real-time purchasing-receiving-accounts-payable system that operates on IBM mainframes. The system includes vendor quotations, purchase requisition processing, requisition-to-purchase-order conversion, on-line purchase order action lists and printing, on-line receipts to purchase orders, and full accounts payable capabilities. Provides full on-line inquiry plus detail and summary reporting. CTG tailors POM/TAS to its clients' specific requirements including EDI. POM/TAS can be readily integrated into a full manufacturing system. Circle 367

C.R. Smolin Inc. E-Z MRP is a self-teaching, self-installing, entry-level, micro-based MRP system designed for small manufacturers. Package provides the purchasing planner with detailed schedules of component requirements. Its zero-inventory, daily bucket, lot-for-lot approach allows purchasing managers to establish JIT systems with vendors. It captures all inventory transactions in a disk file audit trail allowing the user to generate purchase price variance reports, do lot and serial number tracking, and generate shipping and receiving. A multi-user, file locking version compatible with all networks is also available. Circle 368

Dialog Systems. Company offers the Expert Line of purchasing decision support systems for personal computers. Price Quotation (PQE) package allows for analysis of proposals based on quantity discounts, prices, transportation cost, onetime charges, commodity groupings, and payment terms. Cost Price Evaluation (CPE) performs cost analysis on supplier's cost proposals; evaluates all direct, indirect, and ancillary costs. Fed-C.A.P. Federal Cost Analysis Program performs analysis for aerospace and defense contractors. Circle 369

Dun & Bradstreet Software. The DBS Purchasing Systems are part of an integrated materials management solution which consists of Inventory, Purchasing, and Accounts Payable modules. The Purchasing System is an on-line, real-time system that automates the entire procurement cycle from processing purchase requisitions through quotations, purchase order generation, receiving and inspection. Invoice payment authorizations are processed via integration with the Accounts Payable System. The System is designed to accommodate the needs of a variety of industries and offers advanced features such as EDI interfaces, vendor analysis and evaluation, real-time P.O. printing, and user defined ad-hoc reporting capabilities. Circle 370

Dynamic Software. QPII includes a sophisticated vendor activity management program which has been derived from Dynamic Software's Sales Activity Manager line of software. QPII purchase orders feature an unlimited amount of header and line item comments. Standard boilerplate comments may also be used for repetitive requirements. QPII supports change

orders, supplemental orders, blanket orders, releases, and requisitions. Any P.O. can be automatically copied to create a new P.O. of any type. P.O.s may be copied to the same vendor or to different vendors. QPII items may have an unlimited amount of description. In addition, an unlimited amount of item-specific comments may be entered for each item which will print on the P. O. Detailed item specifications or delivery requirements will be automatically printed each time the item is ordered. Optional modules are available for end-user requisitioning, RGQ and quote tracking, and inventory management. QPII runs on IBM compatible PCs and most LANs. Single user and multi-user versions are available. Circle 371

Genzlinger. Purchase Order Processing (POP) creates and maintains purchasing records and ensures the quality, accuracy, and promptness of deliveries of purchased materials. POP's capabilities for predicting cash requirements, monitoring vendor performance, and preventing shortages of needed materials can accommodate manufacturing and distribution environments. Features include the access of vendors and inventory items by number or partial name or description; allows on-line entry and editing of regular and blanket P. O. s; and records multiple vendors' part numbers for each inventory item. Circle 372

Global Software Inc. Purchase Order System features include automatic interface to General Ledger and Accounts Payable, Inventory Sales Analysis, and Hospital Materials Management Systems; complete interactive purchase order and requisition creation on-line; requisition tracking; recurring and model order capabilities; interactive receipt matching and invoice processing; immediate order printing; real-time analysis and corrections; on-line inspection and quality control; full real-time validation; expense and budget control; vendor performance analysis; forecasting of commitments; and optional batch purchase order to create receipt activities. The product fully supports the X.12 EDI standard both in sending information to external vendors and in updating the purchase order record with a confirmation of receipt of the order. A one-year warranty is included. Operates on IBM mainframe and midrange systems, including 30XX, 43XX, 937X, ES/9000 and AS/400. Circle 373

Greentree Software Inc. CAP3 modular purchasing and materials management systems can be used as standalone systems or integrated in a LAN for multi-users or wide area network, for multi-sites. The CAP3 Purchasing System includes purchasing, receiving, electronic file cabinets, boiler-plate and free-floating text, interfaces to word processing, point-and-shoot key work search windows, real-time vendor performance, JIT, and contract analysis. Optional modules include On-line and Remote Purchasing Requisitions with authorization level security codes, Inventory with multiple site and consignment plus ABC analysis and inventory planning features, Inventory Withdrawal Requisitions, Request for Quotation and Quotations Analysis, and many different Communication modules which facilitate two-way communication between CAP3 and other systems. Circle 374

IBC. PurFax, a complete purchasing management system, transmits daily ordering requirements from a PC to a supplier's facsimile machine. The system also offers computer-generated orders, inquiries, messages, and detailed reports to enhance the daily procurement process. Circle 375

IMC Software Systems Group. Blue Chip MRO Materials Management System is an on-line fully integrated purchasing/inventory control software system. The system is designed for the procurement and control of MRO supplies, both stock and non-stock. The system supports the complete procurement cycle beginning with the requisition through payment of the invoice. The vendor file, inventory file, and accounting file make up the data base from which all the other documents are produced. All screens are menu driven using function keys with instructions integrated into each screen providing users with instant help. Many reports, including a report generator, are standard. Other options supported include internal FAX, bar coding, EDI interfaces, custom Purchase Orders, and custom interfaces to Maintenance Management Systems. Recently added is the Invoice Matching

module that interfaces with Blue Chip allowing on-line matching of invoices using the receiver and purchase order generated by Blue Chip. General Ledger distribution and payment can be made or passed on to your mainframe through a custom interface. The software is designed to run using MS-DOS in PC networks. Circle 376

IMREX. Purchase Order Management system features multi-company, multi-warehouse, multi-currency capabilities; real-time generation of purchase orders for inventoried and non-inventoried items; cross reference ability of vendor item number to your number; blanket orders, requisitions and reservations; consolidations of multiple requisitions by vendor and by item to ensure best price and quantity discounts; multiple receipts per purchase order; multiple ship-to addresses per purchase order; comprehensive vendor performance and analysis; copy order feature; and dynamic search of the vendor and item database. Circle 377

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